

## Message Text

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ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 MMO-01 SP-02 ICA-20 AID-05

NSC-05 TRSE-00 SS-15 STR-07 OMB-01 CEA-01 CIAE-00

COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06

LAB-04 SIL-01 AGRE-00 /102 W

-----105300 250943Z /21

P 250834Z AUG 78

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC PRIORITY 3066

INFO AMCONSUL ALEXANDRIA

UNCLAS SECTION 01 OF 05 CAIRO 19719

FOR EB/OCA AND NEA COMMERCIAL COORDINATOR

E.O. 11652: N/A

TAGS: BEXP, AFSP, EG

SUBJ: FY 1979 COMMERCIAL ACTION PROGRAM - EGYPT

REF: (A) STATE 174461, (B) 77 CAIRO 7246

### I. THE COMMERCIAL SETTING.

A. AMERICAN EXPORTS TO EGYPT ROSE SIGNIFICANTLY IN 1977 OVER 1976 LEVELS, AS AID'S COMMODITY IMPORT PROGRAM EXPANDED. (1978 HAS NOT THUS FAR, HOWEVER, SHOWN FURTHER SUCH GAINS.) U.S. TRADE WITH EGYPT IN 1977 AMOUNTED TO \$982.4 MILLION, PERHAPS 18 PER CENT OF EGYPT'S TOTAL IMPORTS. THE UNITED STATES IS EGYPT'S LARGEST SINGLE TRADING PARTNER.

B. FOODSTUFFS, CHIEFLY CEREAL GRAINS, REMAINED THE LARGEST CATEGORY OF U.S. EXPORTS TO EGYPT, ALTHOUGH THE VALUE OF THIS SECTOR OF THE EXPORT MARKET FELL SOMEWHAT BETWEEN 1976 AND 1977. AMONG OTHER MAJOR ITEMS IN THE TRADE PICTURE, PASSENGER CARS AND TRUCKS FROM THE U.S.

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RECORDED A DRAMATIC 20 PER CENT INCREASE IN VALUE DURING 1977 OVER 1976 LEVELS. U.S. EXPORTS TO EGYPT OF RAW COTTON, LUBRICATING OILS, AND COAL ALSO SHOWED SHARP INCREASES. EXPORTS OF LEAF TOBACCO MORE THAN DOUBLED IN THE PERIOD.

C. EGYPT'S GENERAL BALANCE OF PAYMENTS SITUATION IMPROVED CONSIDERABLY IN LATE 1977 AND 1978 WITH THE INFLUX OF \$2

BILLION IN OUTSIDE ASSISTANCE FROM OTHER DONORS, MAINLY FROM THE OIL-RICH STATES OF THE ARABIAN PENINSULA, IN THE FORM OF DIRECT BALANCE OF PAYMENTS CASH SUPPORT OR FINANCING FOR COMMODITY IMPORTS. AS A RESULT, OVERALL DEMAND FOR EXPORTS REMAINED STRONG, AND SHOULD CONTINUE TO EXPAND SO LONG AS THERE IS A CONTINUATION OF AID FROM THESE SOURCES.

D. THERE ARE INDICATIONS THAT INCREASING RESTRICTIONS ARE BEING APPLIED TO THE LIBERAL IMPORT POLICY ADOPTED BY THE GOVERNMENT IN 1974 AND SUBSEQUENTLY EXPANDED. THESE RESTRICTIONS ARE DESIGNED, INTER ALIA, TO GIVE ADDITIONAL PROTECTION TO LOCAL INDUSTRIES. THERE IS AMPLE EVIDENCE, HOWEVER, THAT THE GOE INTENDS TO RETAIN THE BASIC PRINCIPLES OF THE "OPEN DOOR" POLICY. ONE OF THE EMBASSY'S PRIORITY TASKS WILL BE TO KEEP TRACK OF THE GOVERNMENT'S INTENTIONS AS THE YEAR PROGRESSES TO GAUGE WHETHER, AS THE RESULT OF REDUCED ASSISTANCE FROM THE ARABS OR BECAUSE OF INCREASED POLITICAL PRESSURE AT HOME, IMPORT DISENCENTIVES ARE SIGNIFICANTLY EXPANDED.

E. PROGRESS IN ATTRACTING FOREIGN INVESTMENT SHOULD CONTINUE AS THE ECONOMY IMPROVES AND AS RECENT AMENDMENTS TO THE INVESTMENT LAW OF 1974 BECOME BETTER KNOWN. A NUMBER OF MAJOR FIRMS ARE IN THE PROCESS OF ESTABLISHING VENTURES HERE, ALTHOUGH MOVEMENT TOWARD REALIZATION OF MANY UNCLASSIFIED

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OF THESE PROJECTS SOMETIMES IS SLOW.

F. THE MEETING OF THE IBRD-LED CONSULTATIVE GROUP ON EGYPT IN PARIS IN MID-JUNE PROVIDED GENERAL DONOR ENDORSEMENT FOR THE FIVE YEAR PLAN, 1978-82, ALTHOUGH NO SPECIFIC COMMITMENTS OF RESOURCES WERE MADE. THERE IS A SUBSTANTIAL POOL OF UNUSED PORTIONS OF PREVIOUS DEVELOPMENT COMMITMENTS, MADE MOSTLY ON A BILATERAL BASIS, WHICH MAY NOW BE DRAWN UPON TO SUPPORT THE IMPLEMENTATION OF THE FIVE YEAR PLAN. THIS MAY ALSO PROVIDE AN OPPORTUNITY TO INCREASE THE ALREADY SIZEABLE AMERICAN SHARE OF THE EGYPTIAN IMPORT MARKET (ALTHOUGH SOME OF THESE COMMITMENTS ARE TIED TO PROCUREMENT FROM THE DONOR COUNTRIES.)

G. AS IN PREVIOUS YEARS, THE LEVEL OF PRIVATE INVESTMENT AND TRADE WITH EGYPT WILL BE A FUNCTION OF THE FOREIGN FINANCING AVAILABLE. IN ADDITION TO THE OFFICIAL TRANSFERS NOTED IN PARA C ABOVE, FUNDS MADE AVAILABLE BY EGYPTIANS WORKING ABROAD ARE ALSO A KEY FACTOR IN THE EQUATION. THIS CAP ASSUMES THAT A SUBSTANTIAL LEVEL OF CASH AND CREDIT AVAILABILITY WILL CONTINUE TO PREVAIL.

II. PERSONNEL RESOURCES.

A. THE COUNTRY COMMERCIAL ACTION GROUP FOR EGYPT, CHAIRED BY THE DEPUTY CHIEF OF MISSION, CONSISTS OF THE ECONOMIC/ COMMERCIAL COUNSELOR, THE COMMERCIAL ATTACHE, THE COMMERCIAL OFFICER, THE AGRICULTURAL ATTACHE, THE PUBLIC AFFAIRS OFFICER, THE AID DEPUTY DIRECTOR, AND THE CONSUL GENERAL IN ALEXANDRIA.

B. STATE-FUNDED E/C SECTION PERSONNEL (CAIRO AND ALEXANDRIA) AS SHOWN ON SCHEDULE XV OF FY 1979 FIELD

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COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06  
LAB-04 SIL-01 AGRE-00 /102 W  
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FM AMEMBASSY CAIRO  
TO SECSTATE WASHDC PRIORITY 3067  
INFO AMCONSUL ALEXANDRIA

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FOR EB/OCA AND NEA COMMERCIAL COORDINATOR

BUDGET SUBMISSION. (GRADES SHOWN ARE THOSE OF THE INCUMBENTS, NOT THOSE AUTHORIZED FOR THE POSITIONS.)

E/C COUNSELOR FSO-3 NEGOTIATIONS AND  
- SUPERVISION

COMMERCIAL ATTACHE FSO-5 TRADE PROMOTION AND  
- INVESTMENT

COMMERCIAL OFFICER FSO-6 PRIVATE TRADE OPPORTUN-  
- ITIES, FOREIGN GOVERN-  
- MENT TENDERS AND WTDR  
- PREPARATION

DEPUTY PRINCIPAL OFFICER FSO-5 ECONOMIC REPORTING AND  
(ALEXANDRIA) TRADE PROMOTION

SECRETARY FSS-7 CLERICAL

SR. COMMERCIAL SPECIALIST FSL-1 CERP REPORTS, MARKET  
- BRIEFS, BUSINESS  
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- COUNSELING

SR. COMMERCIAL SPECIALIST FSL-2 BUSINESS COUNSELING,  
- RESEARCH

COMMERCIAL SPECIALIST FSL-5 TRADE OPPORTUNITIES,  
- GOVERNMENT TENDERS AND  
- ADS PREPARATIONS

COMMERCIAL SPECIALIST FSL-5 WTDR PREPARATION;  
- COMMERCIAL LIBRARY

ADMINISTRATIVE ASSISTANT FSL-6 CLERICAL

COMMERCIAL ASSISTANT FSL-6 RECEPTION AND CLERICAL

COMMERCIAL ASSISTANT FSL-7 CLERICAL

CLERK-TYPIST FSL-8 CLERICAL  
COMMERCIAL SPECIALIST FSL-2 BUSINESS COUNSELING AND  
(ALEXANDRIA) STUDIES

COMMERCIAL ASSISTANT FSL-6 WTDR'S  
(ALEXANDRIA)

SECRETARY (ALEXANDRIA) FSL-7 CLERICAL

III. REVIEW OF FY 1978 CAP.

ON THE WHOLE, PROGRESS TOWARD COMPLETION OF 1978 CAP GOALS  
HAS BEEN SATISFACTORY AND ADDITIONAL WORK WILL BE  
ACCOMPLISHED IN THE COURSE OF THE REMAINDER OF THE FISCAL  
YEAR. EMBASSY CONTINUED ITS ROLE IN FACILITATING AMERICAN  
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INVESTMENT IN EGYPT THROUGH SUCH MEANS AS FREQUENT  
CONSULTATION WITH REPRESENTATIVES OF AMERICAN FIRMS  
INVOLVED IN INVESTMENT HERE; ATTENDANCE AT INVESTMENT  
SEMINARS SPONSORED BY THE GOE INVESTMENT AUTHORITY; AND

CLOSE AND FREQUENT CONTACTS WITH INVESTMENT AUTHORITY OFFICIALS, ESPECIALLY WITH THE RECENTLY ESTABLISHED STATISTICAL OFFICE. THE EMBASSY HAS REPORTED EXTENSIVELY ON INVESTMENT MATTERS THROUGHOUT THE PERIOD.

CALLS, LISTINGS, AND THE UPDATING OF FILES CALLED FOR IN THE "BROADENING EMBASSY CONTACTS" CAMPAIGN HAVE ALL BEEN ACCOMPLISHED. VISITS TO ALEXANDRIA AND PORT SAID HAVE BEEN UNDERTAKEN BY CAIRO-BASED OFFICERS IN PURSUIT OF COMMERCIAL OBJECTIVES. A VISIT WAS ALSO MADE BY AN E/C SECTION OFFICER TO THE EGYPTIAN ALUMINUM SMELTER AT NAG AL-HAMADI IN UPPER EGYPT, A MAJOR INDUSTRIAL INSTALLATION, WHICH RESULTED IN AN EXTENSIVE REPORT ON THE FACILITY. AS INDICATED BELOW, THE INCREASE IN TRADE OPPORTUNITIES HAS FAR EXCEEDED THE TEN PER CENT FIGURE ESTABLISHED AS A CAMPAIGN GOAL.

WE HAVE COMPILED CONSIDERABLE INFORMATION ON EGYPTIAN IMPORTS OF VARIOUS CONSUMER ITEMS, WITH EMPHASIS ON PRIVATE SECTOR IMPORTS. THIS DESK STUDY, HOWEVER, HAS NOT YET BEEN COMPLETED. PRELIMINARY INDICATIONS ARE THAT THE INFORMATION MAY NOT BE SUITABLE FOR A PROJECTED COMMERCE AMERICA ARTICLE. THE GOAL OF 25 TRADE OPPORTUNITIES IN CONSUMER COMMODITIES FIELD WAS SURPASSED BY CONSIDERABLE MARGIN.

IN CONNECTION WITH THE CAMPAIGN ON CONSTRUCTION AND MATERIALS HANDLING EQUIPMENT, WE HAVE COMPILED INFORMATION FROM MINISTRY OF HOUSING AND RECONSTRUCTION REPORTS ABOUT PROJECTS AND TYPES OF EQUIPMENT MOST NEEDED. ADDITIONAL USEFUL DATA ON PROJECTS IS AVAILABLE FROM THE GOE FIVE-

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ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 MMO-01 SP-02 ICA-20 AID-05  
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COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06  
LAB-04 SIL-01 AGRE-00 /102 W  
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TO SECSTATE WASHDC PRIORITY 3068  
INFO AMCONSUL ALEXANDRIA

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FOR EB/OCA AND NEA COMMERCIAL COORDINATOR

YEAR PLAN. NUMEROUS DISCUSSIONS HAVE BEEN HELD WITH REPRESENTATIVES OF U.S. FIRMS DEALING IN CONSTRUCTION AND MATERIALS HANDLING EQUIPMENT. THE GOAL OF 20 TO 25 TRADE OPPORTUNITIES IN THIS FIELD WAS MET WITHIN A FEW MONTHS.

PROGRESS IS BEING MADE ON THE GOAL FOR INDUSTRY STUDIES, WITH TWO COMPLETED AND ONE WELL UNDERWAY. THOSE COMPLETED ARE AN AIRGRAM, SUBMITTED TO THE DEPARTMENT, ON THE IMPORTANT TELECOMMUNICATIONS SECTOR, BASED IN PART ON THE RESULTS OF A RECENT AID-FINANCED SURVEY OF THIS FIELD, AND A STUDY OF CERTAIN ESSENTIAL BUILDING MATERIALS, FOCUSSED ON THE PRODUCTION OF STEEL-REINFORCING RODS AND BARS FOR THE CONSTRUCTION INDUSTRY. WORK WAS ALSO DONE ON A SURVEY OF THE ELECTRONICS INDUSTRY IN EGYPT, BUT IT IS NOT CERTAIN THAT THIS IS SUFFICIENTLY SIGNIFICANT A FIELD TO MERIT A FULL STUDY. FURTHER WORK ON THE ADDITIONAL INDUSTRY STUDY REQUIRED TO MEET THE CAP GOAL WILL BE UNDERTAKEN DURING THE REMAINDER OF FISCAL YEAR.

NOTEWORTHY PROGRESS WAS MADE ON INCREASING THE NUMBERS OF TRADE OPPORTUNITIES REPORTED. T.O.'S REPORTED  
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DURING THE FIRST SIX MONTHS OF CALENDAR 1978 WERE MORE THAN TWICE THE NUMBER SUBMITTED DURING THE SAME PERIOD IN 1977.

#### IV. CAMPAIGNS AND SPECIAL EFFORTS.

##### 1. CONSTRUCTION.

- MANAGER: G. WHITE, WITH HATEM EL DALI.

CONSTRUCTION REMAINS ONE OF THE MOST DYNAMIC SECTORS OF THE EGYPTIAN ECONOMY. RATHER THAN FOCUSSED, AS LAST YEAR, ON COMPILING LISTS OF PROJECTS, WE WILL CONCENTRATE THIS YEAR ON OBTAINING MORE DETAILED INFORMATION, PRIMARILY THROUGH SITE VISITS, ABOUT SPECIFIC PROJECTS WHICH HAVE AN ASPECT OR FEATURE POTENTIALLY SIGNIFICANT FOR U.S. EXPORTS.

ACTION 1. TARGET DATE: DECEMBER 30, 1978.

VISIT THREE MAJOR CONSTRUCTION SITES TO DISCUSS WITH CONSTRUCTION MANAGERS BUILDING TECHNIQUES, MATERIALS OR EQUIPMENT AND POTENTIAL SIGNIFICANCE TO U.S. EXPORTS. ATTEMPT TO DEVELOP FIVE TRADE OPPORTUNITIES AS RESULT OF SITE VISITS.

ACTION 2. TARGET DATE: MARCH 30, 1979.

VISIT TWO ADDITIONAL SITES. SUBMIT FIVE ADDITIONAL TRADE OPPORTUNITIES.

ACTION 3. TARGET DATE: JUNE 30, 1979. TWO ADDITIONAL SITES; WITH COOPERATION OF CONSULATE GENERAL, AT LEAST ONE OF THESE SITES WILL BE IN ALEXANDRIA AREA. FIVE TRADE OPPORTUNITIES.

ACTION 4. PREPARE A REPORT ON OVERALL FINDINGS IN THE COURSE OF SITE VISITS, EMPHASIZING ASPECTS WHICH WOULD UNCLASSIFIED

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POSITIVELY AFFECT THE EXPORT OF U.S. GOODS.

2. FACILITATING U.S. INVESTMENT IN EGYPT.

- CAMPAIGN MANAGER: J. EIGHMIE.

THIS IMPORTANT AREA OF U.S. INTEREST CONTINUES TO BE A PRIORITY FOCUS OF COMMERCIAL SECTION'S ACTIVITY AND IS BEING CARRIED OVER AS A CAMPAIGN FOR FY 1979. IN ADDITION TO THE CONTINUATION OF OUR NORMAL EFFORTS IN THIS AREA, WHICH DO NOT LEND THEMSELVES EASILY TO QUANTIFICATION OR THE SETTING OF EXPLICIT DEADLINES, WE INTEND BEFORE THE END OF THE PERIOD TO VISIT EACH OF PROJECTS LISTED BY THE GOE INVESTMENT AUTHORITY AS INVOLVING AMERICAN CAPITAL PARTICIPATION TO OBTAIN INFORMATION ABOUT ITS STATUS. WHILE WE HAVE CLOSE CONTACTS WITH PRINCIPALS OF MOST OF THE MAJOR U.S. FIRMS INVESTING IN EGYPT, SOME PROJECTS INVOLVING "AMERICAN" CAPITAL ARE NOT WELL KNOWN. THE PARTICIPATION OF CONGEN ALEXANDRIA WILL BE SOUGHT IN DEVELOPING INFORMATION ON PROJECTS LOCATED THERE.

3. HOSPITAL AND MEDICAL EQUIPMENT.

- CAMPAIGN MANAGER: AMAL SHAKER.

RECOGNITION OF THE INADEQUACY OF CURRENT HOSPITAL FACILITIES IN THE CAIRO AREA HAS SPURRED INTEREST, ESPECIALLY IN THE PRIVATE SECTOR, IN HOSPITAL CONSTRUCTION AND REHABILITATION. GROUND WAS RECENTLY BROKEN FOR A NEW PRIVATE HOSPITAL OF SEVERAL HUNDRED BEDS, TO BE CONSTRUCTED WITH INTERNATIONAL FINANCING IN SUBURBAN MAADI, SOUTH OF CAIRO. ANOTHER PRIVATE HOSPITAL IS REPORTEDLY PLANNED FOR THE GIZA AREA, AND A RELIGIOUS GROUP IS RAISING FUNDS FOR AN EXTENSIVE MEDICAL CENTER, INCLUDING A HOSPITAL, IN EASTERN CAIRO. THE EGYPTIAN FAITH AND HOPE SOCIETY HOSPITAL PROJECT IS WELL KNOWN, AND A NUMBER OF SMALLER MEDICAL FACILITY PROJECTS ARE REPORTEDLY UNDERWAY.

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COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06

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TO SECSTATE WASHDC PRIORITY 3069

INFO AMCONSUL ALEXANDRIA

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IN ADDITION, THERE IS A PRESSING NEED FOR REHABILITATION AND RE-EQUIPMENT OF EXISTING HOSPITAL FACILITIES. THUS, THERE WOULD APPEAR TO BE A POTENTIALLY GOOD MARKET PROSPECT FOR U.S. FIRMS IN THE HOSPITAL SUPPLY AND MEDICAL EQUIPMENT FIELD.

ACTION 1. TARGET DATE: DECEMBER 30, 1978. COMPILE A LIST OF NEW HOSPITAL CONSTRUCTION PROJECTS AND INFORMATION, TO THE EXTENT AVAILABLE, ON RE-EQUIPMENT PLANS FOR OLDER HOSPITALS. THE ASSISTANCE OF THE CONSULATE GENERAL WILL BE SOUGHT IN IDENTIFYING APPROPRIATE PROJECTS IN THE ALEXANDRIA AREA.

ACTION 2. TARGET DATE: MARCH 30, 1979. VISIT FOUR OF THESE FACILITIES FOR DISCUSSIONS WITH HOSPITAL ADMINISTRATORS OF EQUIPMENT NEEDS WHICH U.S. SUPPLIERS MIGHT FILL. DEVELOP A MINIMUM OF 15 TRADE OPPORTUNITIES IN THIS FIELD.

ACTION 3. TARGET DATE: JULY 30, 1979. VISIT FOUR ADDITIONAL FACILITIES. DEVELOP 15 ADDITIONAL TRADE OPPORTUNITIES.

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ACTION 4. TARGET DATE: SEPTEMBER 30, 1979. PREPARE AN APPROPRIATE REPORT ON FINDINGS DURING THE CAMPAIGN ABOUT



THE MARKET FOR U.S. HOSPITAL SUPPLIES AND MEDICAL EQUIPMENT.

4. AGRIBUSINESS OPPORTUNITIES.

- CAMPAIGN MANAGER: GEORGE WHITE.

AGRIBUSINESS DEVELOPMENT, ESPECIALLY IN CONNECTION WITH THE RECLAMATION OF DESERT AREAS, REMAINS A MAJOR GOE PRIORITY. THERE IS SOME EVIDENCE THAT THE INTEREST OF FOREIGN PRIVATE FIRMS IN PARTICIPATING IN PROJECTS IN THIS FIELD IS INCREASING, AND OPPORTUNITIES FOR EXPORT SALES, AS THESE PROJECTS DEVELOP, SHOULD EXPAND SIGNIFICANTLY.

ACTION 1. TARGET DATE: DECEMBER 30, 1978. VISIT OFFICES AND FIELD OPERATIONS OF RAMSES AGRICULTURAL COMPANY, ONE OF FIRST MAJOR AGRIBUSINESS/RECLAMATION VENTURES WITH U.S. CAPITAL PARTICIPATION TO BE LAUNCHED IN EGYPT. DEVELOP FIVE TRADE OPPORTUNITIES BASED ON PROJECT NEEDS WHICH MIGHT BE MET BY U. S. SUPPLIERS.

ACTION 2. TARGET DATE: MARCH 30, 1979. SEEK THE ASSISTANCE OF THE CONSULATE GENERAL IN IDENTIFYING AND VISITING SIMILAR PROJECT SITES IN THE ALEXANDRIA AREA AND REPORT, WITH THE COOPERATION OF THE CONGEN, ON OPPORTUNITIES PRESENTED.

ACTION 3. TARGET DATE: JULY 30, 1979. VISIT ONE OF THE MAJOR PRIVATE SECTOR LAND RECLAMATION PROJECTS. PREPARE SEVEN TRADE OPPORTUNITIES FOR U. S. SUPPLIERS OF ITEMS SUCH AS IRRIGATION EQUIPMENT.  
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ACTION 4. TARGET DATE: JUNE 30, 1979. PREPARE A REPORT ON THE PROGRESS OF THE WADI QARQUR AGRIBUSINESS PROJECT NEAR LAKE NASSER, IDENTIFYING POTENTIAL SALES OPPORTUNITIES.

5. SPECIAL EFFORTS

- (1) DESK STUDIES: CURRENT IMPORT REGULATIONS AND PRACTICES.  
- MANAGER: J. W. EIGHMIE, WITH AMAL SHAKER AND  
- HATEN EL DALI

ACTION 1. TARGET DATE: DECEMBER 30, 1978. J. EIGHMIE AND AMAL SHAKER WILL PREPARE A SUMMARY OF THE COMPREHENSIVE IMPORT/EXPORT LAW NOW BEING REVIEWED WITHIN THE GOE MINISTRY OF TRADE.

ACTION 2. TARGET DATE: MARCH 30, 1979. J. EIGHMIE AND

H. EL DALI WILL PREPARE A DIGEST OF REGULATIONS AND PROCEDURES GOVERNING PARALLEL MARKET, OWN-EXCHANGE, AND "RESTRICTED LIST" IMPORTS.

- (2) FIELD VISIT AND REPORT ON PORT SAID.
- MANAGER: GEORGE WHITE

ACTION 1. TARGET DATE: JUNE 30, 1979. VISIT PORT SAID AND, WITH ASSISTANCE OF AMERICAN CONSULATE, PORT SAID, AMASS INFORMATION ABOUT THE OPERATION OF THE PORT SAID FREE TRADE ZONE, MEETING WITH IMPORTANT OFFICIALS AND MERCHANTS. SEVERAL VISITS OVER A PERIOD OF TIME SHOULD BE MADE.

ACTION 2. TARGET DATE: SEPTEMBER 30, 1979. PREPARE A REPORT ON THE OPERATION OF THE FREE TRADE ZONE AT PORT SAID, WITH THE COOPERATION OF THE CONSULATE, EMPHASIZING

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MATTERS OF INTEREST TO U. S. EXPORTERS. AT LEAST 20 TRADE OPPORTUNITIES SHOULD RESULT FROM THESE VISITS.

- (3) SURVEY OF COLD STORAGE AND FREEZING FACILITIES.
- MANAGER: VICTOR MASSAD

ACTION 1. TARGET DATE: DECEMBER 31, 1978. CONSULATE GENERAL ALEXANDRIA WILL TAKE THE LEAD IN COMPILING DATA AND PREPARING A COUNTRY-WIDE REPORT, WITH A VIEW TO DETERMINING THE MARKET FOR U.S.-SOURCE EQUIPMENT.

V. FINANCIAL RESOURCES SCHEDULE.

PREVIOUSLY SUBMITTED. SEE CAIRO 11767.  
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## Message Attributes

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